

In FY 2007, Ex-Im Bank authorized \$524.6 million in working capital guarantees and export-credit insurance to support exports by businesses identified as minority-owned and woman-owned, of which \$409.0 million represented small businesses.

Ex-Im Bank sponsors seminars and symposia that are targeted to small businesses that traditionally have been underserved in trade finance. These half-day training programs help U.S. companies learn how to use U.S. government resources to find foreign buyers and use trade-finance tools.

Ex-Im Bank's Office of Small Business staff participated in 83 events sponsored by women-business centers, small-

business export associations, minority-focused chambers of commerce and other organizations. The Bank's Board of Directors and senior management supported small-business outreach efforts of the Bank's regional offices and participated in conferences, seminars and City/State Partnership signings throughout the country.

The Bank's Office of Communications conducted a small-business awareness campaign to place news articles about the Bank's small-business programs and events in national and local media outlets, including 68 feature articles that appeared in newspapers in 12 states and two radio announcements that were aired by 400 radio stations in 36 states.

Sub-Saharan Africa Initiative

In accordance with Section 2 of the Export-Import Bank Act of 1945, as amended, Ex-Im Bank is reporting the following information regarding its FY 2007 sub-Saharan Africa activities.

BUILDING RELATIONSHIPS WITH AFRICAN INSTITUTIONS

Ex-Im Bank's 2007 annual conference held in April in Washington, D.C., highlighted the Bank's outreach to Africa's regional financial entities. The multilateral development bank panel and the Africa session featured presentations by senior development specialists from the African Development Bank and the Africa Group at the World Bank.

Ex-Im Bank has taken steps to qualify a greater number of appropriate African entities for participation in the Bank's programs. The Bank identified the top 12 African markets for U.S. exports where Ex-Im Bank is available for medium-term financing in the private sector: South Africa, Nigeria, Kenya, Equatorial Guinea, Ghana, Côte d'Ivoire, Tanzania, Senegal, Cameroon, Gabon, Namibia and Niger. The Bank has compiled information about the banks in each market with the assistance of economic and commercial officers in the U.S. embassies and is evaluating this information for further development.

Ex-Im Bank increased its initial \$300 million special bank facility for Nigerian banks to \$405 million. The facility currently includes 17 banks. In addition, the Bank approved a master guarantee agreement for a Nigerian bank to facilitate medium-term financing in this market.

In September, Ex-Im Bank hosted its second-annual African Bankers Seminar in Washington, D.C., which featured speakers from the Bankers Association for Finance and Trade and the Private Export Funding Corp. Representatives from 13 African financial institutions in seven countries were given in-depth in-

struction on establishing a foundation for credit underwriting and transaction analysis, as well as training on Ex-Im Bank products, methods and standards. Attendees, who included a senior analyst from the African Export-Import Bank, met with Ex-Im Bank senior management and staff.

On a business development mission to South Africa in January, Ex-Im Bank Chairman and President James H. Lambright and other Bank staff met with representatives of the Development Bank of South Africa to discuss future cooperation and referral of prospective borrowers to Ex-Im Bank.

COORDINATING WITH OTHER U.S. GOVERNMENT ENTITIES

Ex-Im Bank coordinated its efforts with the Foreign Service, Foreign Commercial Service and other U.S. government entities to encourage economic engagement with Africa pursuant to the African Growth and Opportunity Act. In particular, the Bank worked in close partnership with Commerce Department commercial officers in Ghana, Kenya, Nigeria, Senegal and South Africa.

Ex-Im Bank made a presentation at the Sub-Saharan Africa Information and Communications Technology Conference sponsored by the U.S. Trade and Development Agency in San Francisco in March. The conference featured new export and investment opportunities in telecommunications, fiber-optic networks, rural connectivity and other fields.

In March, the Bank participated via a video conference in the regional commercial training in Dakar, Senegal, for newly stationed State and Commerce Department commercial and economic officers in Francophone West Africa. The Bank also participated in the State Department's Commercial Tradecraft Seminars held throughout the year in Washington, D.C., for U.S. commercial officers being stationed abroad.